

RICHMOND, VA E-NEWSLETTER

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You have subscribed to the Newsletter List of the Richmond, Virginia District Office of the U.S. Small Business Administration. Information provided to you via this newsletter may include general information regarding our Agency and its programs. It will focus primarily on events in the Richmond District Office territory, consisting of all of Virginia, except the counties of Arlington, Fairfax and Loudoun, and cities of Alexandria, Fairfax and Falls Church. If you would like specific information related to the SBA office in your area, please visit our [Local Resources page](#) and click on the state in which your business resides or will reside.

Helping small businesses **start, grow and succeed.**



Your Small Business Resource

Online Job Search Company from Virginia Is National Small Business of the Year

A young lawyer who recognized a business niche when a friend had trouble finding an internship has been named *National Small Business Person of the Year* for turning his idea into a multi-million dollar Web site.

The announcement was made on April 22 during ceremonies at the U.S. Small Business Administration's celebration of National Small Business Week 2008.

"Shawn Boyer is a perfect example of the creativity and inspiration it takes to become a highly successful entrepreneur in America today," said then SBA Administrator Steve Preston. "He identified an unmet need and filled it, and today, barely eight years later, his company, SnagAJob.com, has become a hugely successful site for posting and finding hourly and part-time jobs, connecting millions of registered job seekers with active job postings. "In doing so, Shawn demonstrated the qualities that make small businesses such a powerful force in the American economy, and in their communities," Preston said.

The winner was selected from the 53 state small business winners, including the District of Columbia, Puerto Rico



Shawn Boyer, President/CEO of SnagAJob.com, accepts National Small Business Person of the Year Award on April 22 in Washington, D.C.

and Guam, who were honored in Washington, D.C., as part of National Small Business Week.

Shawn Boyer, 36, was working as a transactional attorney for a Washington, D.C., law firm when a friend asked him to go online to help him look for a summer internship. He was surprised not to find many sites geared towards internships or hourly jobs, and thus was born his idea. When it became obvious that no one was fulfilling this need, Shawn researched the business, left his job as a lawyer and started the company.

In barely eight years, SnagAJob.com has become a hugely successful part-time and hourly job-posting site, connecting millions of registered

job seekers with active job postings. The business started in 2000 with 2 full-time employees crammed into a 1,000-square-foot doctor's office in an office park. Today it boasts 110 full-time "snaggers" in a 35,000-square-foot Silicon Valley-like facility overlooking a lake in Richmond. Revenues have grown each year, and the company became profitable after its fourth year. Yet Shawn's passion goes beyond the bottom line, leading him to a level of volunteerism and community involvement that has become a big part of the drive behind his company's success.

For his complete story, visit the [our website](#).

"One of the biggest challenges faced by people starting out in business is understanding and meeting their tax filing requirements."

*Kathy Petronchak,
IRS Commissioner*



IRS LAUNCHES CAMPAIGN TO HELP NEW SMALL BUSINESSES

The Internal Revenue Service has launched a year-long campaign to help educate new self-employed small business owners about federal tax responsibilities and about filing [Schedule C](#), Profit or Loss from Business.

"One of the biggest challenges faced by people starting out in business is understanding and meeting their tax filing requirements," said Kathy Petronchak, commissioner of the IRS's Small Business/Self-Employed operating division. "It's a new, different and potentially overwhelming experience for them. We want new small business owners to know that the IRS has resources to help them learn about their federal tax responsibilities and avoid common pitfalls."

The campaign will provide new [Schedule C](#), Profit or Loss from Business, filers with improved and updated educational materials through a variety of channels, including [IRS.gov](#), small business workshops and other outreach events.

Schedule C is filed by sole proprietors (one-owner businesses) as an attachment to their Form 1040 individual income tax return. Self-employed individuals with less complex situations – including business expenses of less than \$5,000, no net losses

and no employees – may be able to file [Schedule C-EZ](#), Net Profit for Business.

About one in seven federal income tax returns includes a Schedule C or Schedule C-EZ. Taxpayers filed over 21 million Schedules C for tax year 2006, reporting overall net profits from sole proprietorships totaling more than \$269 billion.

In this introductory phase of the campaign, IRS is offering some basic tips to avoid potential problems:

Classify workers properly as [employees or independent contractors](#) as determined by law, not the choice of the worker or business owner;

Deposit federal [employment taxes](#), called trust fund taxes, according to the appropriate schedule;

Start making [estimated quarterly payments](#) to cover your own income tax and social security [self-employment tax liability](#);

Keep [good records](#) to protect your personal and financial investment and to make tax filing easier;

Consider a [tax professional](#) to help you with Schedule C;

File and [pay your taxes electronically](#); it's fast, easy, and secure;

Protect financial and tax records to ensure business continuity in the

event of a [disaster](#); and

Avoid abusive tax avoidance schemes such as the IRS's 2008 "[Dirty Dozen](#)."

The first event in the campaign is a free [national phone forum](#), "Calling All First Time Schedule C Filers," on May 21. It will review common pitfalls for new small businesses to avoid.

Get the latest information about other events and learn about new products/ services as they become available: start a FREE subscription to [e-News for Small Businesses](#), type in your e-mail address and submit.

ALSO: IRS e-News for Small Businesses offers small businesses and the self-employed a real time-saver. e-News is a bi-weekly newsletter that alerts them to what's new, hot and important for small business owners to know. It's quick to read, easy to subscribe – and it's free. Subscribe to [e-News for Small Businesses](#) on IRS.gov.

Virginia Leads the Nation in SBA Patriot Express Loans

On the first anniversary of the Patriot Express Loan Initiative, Virginia small businesses owned by veterans and their spouses have received 93 loans totaling over \$12 million to establish and expand their small businesses through this SBA loan initiative. In fact, SBA's Richmond District leads the nation in Patriot Express loan approvals. Nationally, more than \$150 million in loan guarantees to nearly 1,500 veterans and their spouses have been approved since Patriot Express was launched June 28, 2007. Patriot Express is available to military community members including veterans, service-disabled veterans, active-duty service members participating in the military's Transition Assistance Program, Reservists and National Guard members, current spouses

of any of the above, and the widowed spouse of a service member or veteran who died during service, or of a service-connected disability.

"The numbers clearly show that Patriot Express is assisting members of Virginia's large military community to achieve their small business goals," said Ron Bew, director of SBA's Richmond District Office. "SBA is pleased to be able to serve those who have served our country."

Patriot Express is a streamlined loan product based on the agency's highly successful SBA Express Program, but with enhanced guaranty and interest rate characteristics. The Patriot Express loan is offered by SBA's network of participating lenders and features SBA's fastest turnaround time for loan approvals. A list of Pa-

triot Express lenders making loans in Virginia can be found on [our website](#).

Loans are available up to \$500,000 and qualify for SBA's maximum guaranty of up to 85 percent for loans of \$150,000 or less and up to 75 percent for loans over \$150,000 up to \$500,000. For loans above \$350,000, lenders are required to take all available collateral.

The Patriot Express loan can be used for most business purposes, including start-up, expansion, equipment purchases, working capital, inventory or business-occupied real-estate purchases.

For complete details on the Patriot Express Loan Initiative, please visit our Patriot Express [webpage](#).



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Ron Bew, director
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SBA LAUNCHES TAX SAVINGS RESOURCE CENTER

ONLINE TOOLS WILL EDUCATE SMALL BUSINESS OWNERS ON ECONOMIC STIMULUS PACKAGE BENEFITS

SBA has created an online tax savings resource center to help small businesses understand how they can benefit from the 2008 economic stimulus package signed into law by President Bush earlier this year.

The package includes the following tax incentives for businesses: a 50% bonus depreciation allowance on equipment purchased and placed in service in calendar 2008 and an almost 100% increase in the amount (from \$128,000 to \$250,000) that a business can expense for equipment purchased and placed in the business tax year beginning in 2008.

"The stimulus package is designed to spur the economy by putting money back into the pockets of American workers and encouraging small businesses to invest

and expand," said SBA Acting Administrator Jovita Carranza. "However, many small business owners are unaware of how it could boost their bottom line. In the roundtables I held with dozens of small business owners last week on tax policy, many were amazed to learn how much their companies could benefit from the temporary tax incentives in the package."

SBA's new tax savings resource center demonstrates the benefits entrepreneurs can gain from the 2008 economic stimulus package. The center, located on www.sba.gov/stimulus (a Web icon is enclosed that you may post on your website with a link to the resource center), contains three resources on the package:

1. Fact Sheet: The fact sheet provides a clear explanation of the small business tax benefits.
2. Depreciation Calculator: This useful tool provides an estimate of the first-year depreciation available under the provisions.

3. Online Seminar: This brief tutorial summarizes the tax benefits and concludes with the depreciation calculator.

These resources should help small businesses take advantage of the stimulus package. However, because there are exceptions and additional requirements, small businesses are encouraged to contact their tax advisor to determine exactly how the provisions and implementing tax code of the 2008 economic stimulus package apply to their business. They may also visit the IRS [Website](http://www.irs.gov) for additional information regarding tax changes.



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SHARE THIS NEWSLETTER WITH A FRIEND – Do you know a fellow small business owner who would benefit from the **Richmond, VA SBA Newsletter**? If so, forward it to them or direct them to the registration page at <http://web.sba.gov/list/> (scroll down and click on the box next to Richmond, VA Newsletter).

NEW SUBSCRIBERS – For those who have just joined the Newsletter list, be sure to read earlier newsletters in our [Archives](#).

HAVE A QUESTION?

EMAIL YOUR QUESTIONS: Our local email address is richmond.va@sba.gov. If you are a small business owner or prospective owner located in our territory of Virginia (see page 1), please contact us if you have questions about any of our services, starting a business, or obtaining business financing.



UPCOMING EVENTS

CALENDAR OF EVENTS: Be sure to visit our Calendar of Events area for workshops of interest to small business owners in Virginia. To get to the Calendar, go to our website (<http://www.sba.gov/va/>) and click on "Events Calendar" on the right-hand menu listing.